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May 17, 1960

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Central Intelligence Agency
Washington 25, D. C.

Attention: Chiefs, Geographic and Photo Intelligence Branches

Gentlemen:

During several recent informal conversations with representatives of your agency, officers of our company have stressed their interest in contributing to certain specialized problem areas in intelligence production, intelligence systems design, and the design of system components and related equipment.

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One such area, to which [] brings both a special interest and a strong background of analytical experience, is the preparation of photo interpretation keys; i.e. illustrated reference materials primarily designed for the use of military photo interpretation at all levels of experience, as operational reference materials, as training aids, and as area indoctrination manuals.

Such keys fall into two broad categories: Regional Keys, in which the more important and different cultural and natural characteristics of a particular country or geographic region are thoroughly displayed and described, and Subject Keys, which present recognition characteristics of a particular subject or group of subjects, together with explanatory material regarding subject function, significance, associations, regional variations, etc.

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The purpose of this letter is to confirm [] orally expressed desire to participate in P.I. keys research and development. Whenever your agency has a requirement for contractual production of any type of image-interpretation key, regardless of the type of sensor or sensors producing the imagery, [] wishes to be seriously considered as a contractor, and to submit specific proposals.

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[] staff has extensive experience in all aspects of photo interpretation keys design and production, ranging from photo search and planning through analysis and layout to the direction and supervision of keys preparation. The staff is equally skilled in the design and production of other types of intelligence materials. Projects in both areas have been accomplished for the Armed Forces, for certain government agencies, and for private contractors.

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[] analysts are also familiar with the challenging problems of System Design. Nearly all of the staff analysts were part of a research team which developed the Photo Intelligence Component of an advanced satellite reconnaissance system. One of the most important tasks involved was designing references and reference formats for the system's photo interpreters. Experience gained on this project is directly applicable to the problems of designing new and modern formats for P.I. Keys.

Declass Review by NIMA/DOD

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Members of the [] team have also participated in major panel discussions on P.I. keys, have conducted studies for keys evaluation, have published professional papers on directly connected subjects, and have developed equipment for use by the photo intelligence analyst.

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[] personnel are currently compiling a subject key to certain electronic equipment, which will contain as an appendix a study of the Photo-Elint relationship. Because of proven keys experience, two different agencies have asked [] to prepare special proposals leading to design studies for keys automation.

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Photo interpretation specialists and photogrammetrists now on [] staff have worked collectively in various capacities on a total of eleven subject keys and five regional keys; these are:

SUBJECT KEYS

Transportation and Wire Communications
Military Installations
Military Aircraft of the World
Airfield Installations (1959 Revision)
Soviet Land-Based Radar
Soviet Shipboard Radar and Communications
Soviet Communications
Troop Communications
Troop Presence
Public Utilities
[] Antiaircraft Positions

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REGIONAL KEYS

USSR
China
The Caucasus
Southeastern Europe
[]

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are: Among the related papers, reports and studies published by [] personnel

Evaluation of P.I. Keys
A Preferred Approach to the Photo
Interpretation of Industry
P.I. Keys for the Air Intelligence Officer
Color Film in Military Photo Interpretation
An Application of Models and Stereo Photographs
to Teaching Photography
An Analysis of Rear Projection and Direct
Viewing for Tactical Use
Photogrametric Design of 35mm and 70mm Stereo Cameras
Tactical Terrain Analysis by P.I.

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Enclosure 1 is a copy of a [] brochure - "Research Capabilities" which contains biographies of personnel who would be available for, and have experience applicable to, keys production. STATINTL

Should [] be given the opportunity to bid on a regional key requiring broad knowledge of terrain and resources geoscience and aeroscience, [] has made arrangements with [] to provide [] with this additional capability, as a subcontractor on keys proposals. STATINTL

The [] staff comprises thirty-seven earth and terrain scientists and engineers, of whom seventeen are thoroughly qualified in deductive and inductive aerial photo interpretation. They have accumulated experience on projects in some thirty-seven countries, and have written more than one hundred technical papers and four books, one of which - "Aerial Photographic Interpretation-Principles and Applications" - was recently written and published by the corporation's president. Enclosure 2 is a list compiled by [] showing their wide range of regional experience in various parts of the world. STATINTL

A number of photo interpretation keys, photo-pattern lexicons and related photogeologic and geographic studies have been produced by [] scientists. Some of these are:

Prospecting by Photogeology (in Arctic Regions)
A Photo Analysis Key for the Determination of
Ground Conditions
Airphoto Analysis in the Oil and Gas Industry
Landforms of Union of Burma
City and Regional Planning in the Union of Burma

[]
Forestry in the Union of Burma
Economic Geography
World Political Geography
Trafficability of Beaches as Analyzed by
Aerial Photography
Major Terrain Types of North American
Tundra and Boreal Forest Areas

[]
Landforms, Soils, and Land Use of the Indus
Plains, West Pakistan

[]
Some Preliminary Structural and Geomorphic
Observations in the Southern Half of the
Gulf-Pan American Concession Area, Mozambique
River Valley Conservation Reports, 1946-1954 (Contributor)
The ZAD Report, Iraq, 1955 (Contributor)

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The management of [] will appreciate an early opportunity to discuss further the capabilities described briefly in this letter, and will be glad to furnish any amplifying information on request.

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President

JFM:cmt
Enclosures

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Sample Contract Costs of Photographic Interpretation Keys
(NOT Including Reproduction)

Title

Petroleum Industry (Small)
Urban Area Analysis
Punch Card - Major Industries
Mediterranean Basin (Non-profit organization)
Black Sea Area (Non-profit organization)
Vegetation (Non-profit organization)
Inland Transportation and Wire Communication
Military Installations
Military Aircraft (Small)

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(All photographic materials were Government furnished)

Sample Cost of Producing Tested Program for Programmed Learning

A complex/ high school course, such as physics or chemistry, normally comprising 80 hours of classroom time per year (not including laboratory work) can cost as much as to produce a tested pro- STATINTL gram for programmed learning. Program cost varies with the method used and technique of presentation.